

Message Text

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21

ACTION AF-06

INFO OCT-01 EB-07 ISO-00 /014 W
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R 261207Z FEB 76

FM AMEMBASSY DAKAR

TO USDOC WASHDC

INFO SECSTATE WASHDC 3960

UNCLAS DAKAR 1153

E.O. 11652: N/A

TAGS: BBAK, BEXP, BFOR, SG

SUBJ: WTDR/FTI - A.F.C.O.

1. COUNTRY: SENEGAL 2. COUNTRY CODE: 744 3. SERIAL NO: 000 2700
4. A.F.C.O. - FOURNITURES INDUSTRIELLES ET AUTOMOBILES
- 4A. CODE: K 4B. CODE: A 4C. CODE: X
5. B.P. 2056; 29 AVENUE DU PRESIDENT LAMINE GUEYE
6. DAKAR, SENEGAL
7. ESTABLISHED: 1957 8. EMPLOYS: 65 9. SIZE: (20-C) MEDIUM
10. REPUTATION: (22-X) GOOD
11. SELLS ITS IMPORTED PRODUCTS IN SENEGAL, MALI AND MAURITANIA.
12. REPORTING DATE: 02/76
- 13A. 37141 25/1235 IMPORT OIL FILTERS FOR MOTOR VEHICLES
- 13B. 35860 00/1235 GASOLINE DISPENSING PUMPS, FILLING STATION TYPE.
- 13C. 35611 00/1235D IMPORT. OF INDUSTRIAL PUMPS. INTERESTED IN REPRESENTING U.S. FIRMS ON AN AGENCY BASIS.
- 13D. 35612 00/1235D IMPORT. OF HYDRAULIC FLUID POWER PUMPS. INTERESTED IN REPRESENTING U.S. FIRMS ON AN AGENCY BASIS.
- 13E. 35631 10/1235 AIR AND GAS COMPRESSORS AND VACCUM PUMPS.
- 13F. 35318 10/1235 MOTOR SCRAPERS (FIAT ALLIS-CHALMERS).
- 13G. 35318 20/1235 MOTOR GRADERS (FIAT ALLIS-CHALMERS).
- 13H. 35318/30/1235 COMPACTORS AND SELF-PROPELLED ROLLERS.
- 13I. 35318 50/1235 BULLDOZERS (FIAT ALLIS-CHALMERS).
- 13J. 35314 20/1235 HYDRAULIC POWER CRANES AND SHOVELS.
- 13K. 37141 00/1235 AUTOMOBILE PARTS AND ACCESSORIES.

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- 13L. 35461 00/1235 POWER DRIVEN HAND TOOLS, ELECTRIC.

13M. 35462 00/1235 POWER DRIVEN HAND TOOLS, PNEUMATIC.

14. CONTACT: BERNARD LABILLE TITLE: DIRECTOR

15. CABLE: OCERFA - DAKAR 16. TELEX: 467 AFKO-SG

17. TELEPHONE: 33420

18. FINANCIAL REFERENCES: BANQUE INTERNATIONALE POUR LE
COMMERCE ET L'INDUSTRIE DU SENEGAL (BICIS), 2 AVENUE ROUME,
B.P. 392, DAKAR, SENEGAL; BANQUE INTERNATIONALE POUR LE

AFRIQUE OCCIDENTALE (BIAO), PLASE DE L'INDEPENDANCE,
B.P. 129, DAKAR, SENEGAL; SOCIETE GENERALE DE BANQUES AU
SENEGAL, 19, AVENUE ROUME, B.P. 323, DAKAR, SENEGAL.

19. TRADE REFERENCES: SENEGALESE MINISTRY OF PUBLIC WORKS,
DIRECTION DES TRAVAUX PUBLICS, DAKAR, SENEGAL; DIRECTION OF
GENIE RURAL, ROUTE DE HANN, DAKAR, SENEGAL; PONCET & CIA., KM.
4.8 ROUTE DE RUFISQUE, B.P. 462, DAKAR, SENEGAL;
SOCIETE D'AMENAGEMENTS ET D'EXPLOITATION DE TERRES DU
DELTA (SAED), ST. LOUIS, SENEGAL.

20. FOREIGN FIRMS REPRESENTED: FIAT ALLIS-CHALMERS, P O BOX
512, MILWAUKEE, WISCONSIN 53201, MOTO-SCRAPERS, GRADERS AND
BULLDOZERS, AGENCY ACQUIRED 1971; GROVE MFG. CO., 1000 MAIN
ST., SHADY GROVE, PA. 17256, CRANES, AGENCY ACQUIRED 1974;
INGRAM MFG. CO., PO BOX 2020TR, SAN ANTONIO, TEXAS
78297, COMPACTORS, AGENCY ACQUIRED 1974.

21. MEDIUM SIZE FIRM ESTABLISHED 1957 WITH WORKING CAPITAL OF
CFA FRANCS 13.3 MILLION (\$60,000) AND LATEST ANNUAL SALES
TURNOVER OF CFA 900 MILLION (\$4.0 MILLION). AFKO HAS BRANCHES
IN MALI AND MAURITANIA, WITH HEADQUARTERS IN DAKAR.
SHAREHOLDERS ARE BERNARD LABILLE 49 PERCENT AND HIS SON
JEAN-BERNARD LABILLE 51 PERCENT. ANNUAL SALES TURNOVER HAS
INCREASED FROM CFA FRANCS 250 MILLION (\$1.1 MILLION) IN 1972
TO CFA 380 MILLION (\$1.7 MILLION) IN 1973 AND TO LATEST
FIGURE AVAILABLE OF CFA FRANCS 900 MILLION (\$4.0 MILLION)
IN 1974/1975. LOCAL BANKING SOURCES REPORT THAT AFKO'S
MANAGEMENT IS COMPETENT AND HARDWORKING, MEETING PROMPTLY ITS
FINANCIAL OBLIGATIONS, AND THAT CREDIT COULD BE GRANTED
WITH NO RISK. EMBASSY RECOMMENDS AFKO AS A GOOD TRADE
CONTACT FOR U.S. FIRMS.

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22. PREPARED BY: A. HOUDROUGE APPROVED BY: G.P. WILSON
AT: U.S. EMBASSY, DAKAR
AGGREY

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Message Attributes

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